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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES PERFORMANCE FOR 1988 EXCEEDS 1987 BY 11%

For all of 1988, billings for the industry totaled $563.8 million, well above the 1987 figure of $507.8 million.

December 1988 recorded a 7.8% increase in sales over December 1987. December's total amounted to $45.6 million compared to $42.3 million in 1987.

Six MTI districts topped their previous December performance. All but one district improved for the year.

A summary of percentage change by geographic regions follows:

	District	Dec 88 vs. Dec 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 9.3	- 2.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.6	9.6
3	South Central (W.PA-OH-IN-KY)	23.2	10.6
4	Michigan	12.8	8.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.9	14.1
6	North Central (IL-WI-MN-MO-IA)	10.6	13.5
7	Pacific Coast (CA-AZ-ORE-WASH)	1.5	5.6
8	Southwest (TX-OK-AR-CO-LA-UT)	- 5.0	31.6
9	Canada	- 0.2	16.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1988

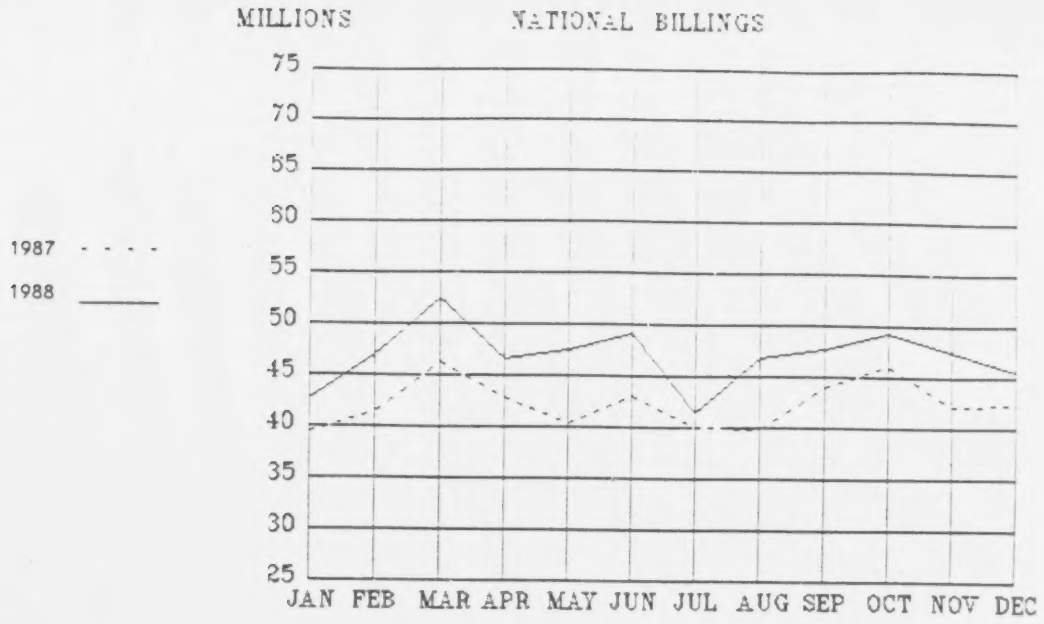
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	42326.3	45614.2	7.8	100.0	100.0
Dist. 1	21	3125.4	2833.2	- 9.3	7.4	6.2
Dist. 2	42	4272.7	4599.5	7.6	10.1	10.1
Dist. 3	67	6971.3	8588.7	23.2	16.5	18.8
Dist. 4	34	5393.7	6085.7	12.8	12.7	13.3
Dist. 5	29	2357.5	2566.3	8.9	5.6	5.6
Dist. 6	52	7534.3	8336.6	10.6	17.8	18.3
Dist. 7	39	5791.8	5878.2	1.5	13.7	12.9
Dist. 8	27	2915.5	2769.6	- 5.0	6.9	6.1
Dist. 9	22	3964.3	3956.4	- 0.2	9.4	8.7
Foreign	10					

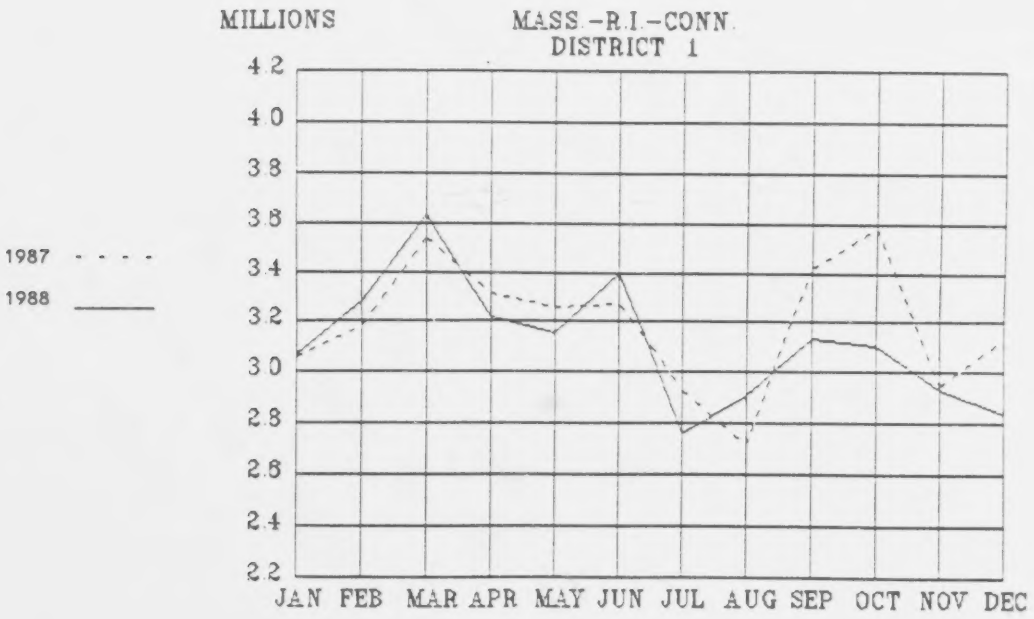
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	507843.0	563805.1	11.0	100.0	100.0
Dist. 1	38331.4	37389.2	- 2.5	7.5	6.6
Dist. 2	51215.0	56132.9	9.6	10.1	10.0
Dist. 3	85609.7	94691.9	10.6	16.9	16.8
Dist. 4	69461.0	75314.8	8.4	13.7	13.4
Dist. 5	27914.8	31864.4	14.1	5.5	5.7
Dist. 6	90616.1	102865.7	13.5	17.8	18.2
Dist. 7	68697.9	72524.1	5.6	13.5	12.9
Dist. 8	29496.0	38808.0	31.6	5.8	6.9
Dist. 9	46501.5	54214.1	16.6	9.2	9.6

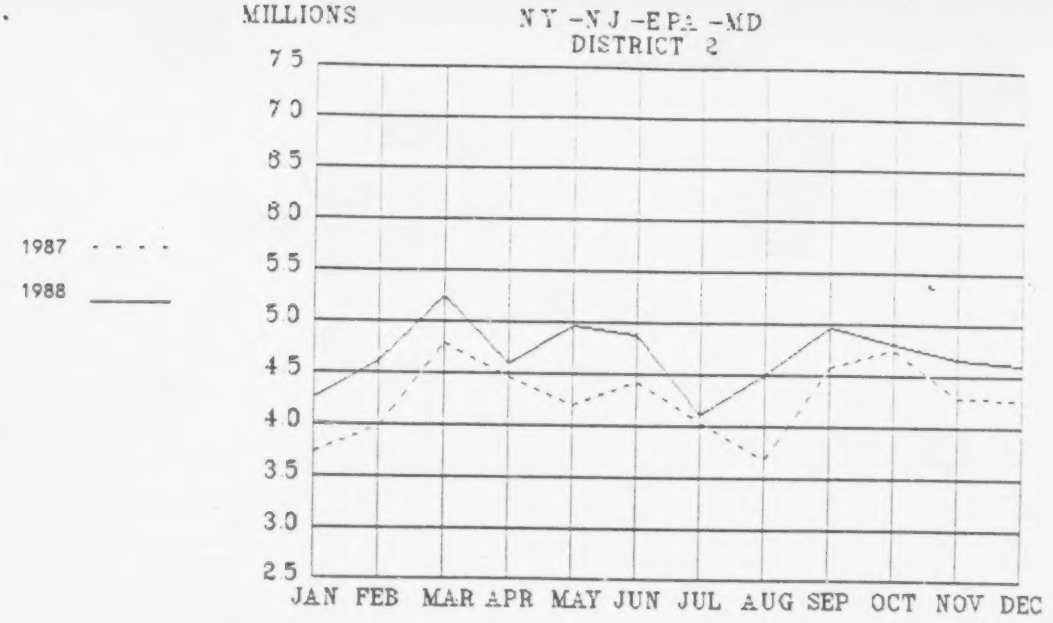
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



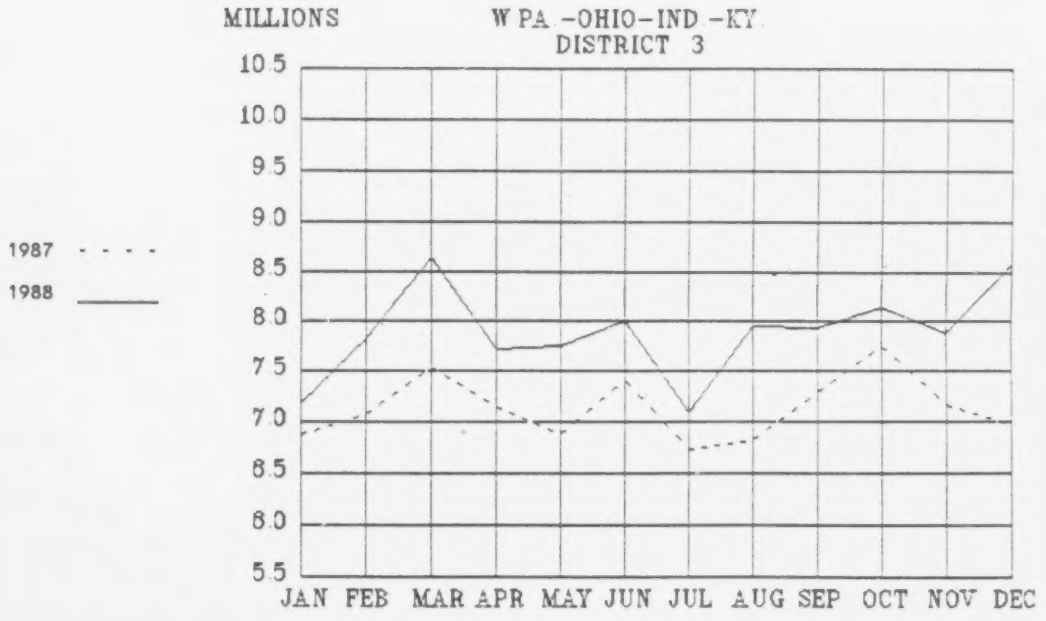
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.2	13.1	13.6	8.8	17.5	13.8	3.6	17.4	8.8	7.0	12.9	7.8
% Change	Cumulative	8.2	10.7	11.8	11.0	12.3	12.5	11.3	12.0	11.7	11.2	11.3	11.0



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4	-0.7	-9.3
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0	-1.8	-2.5



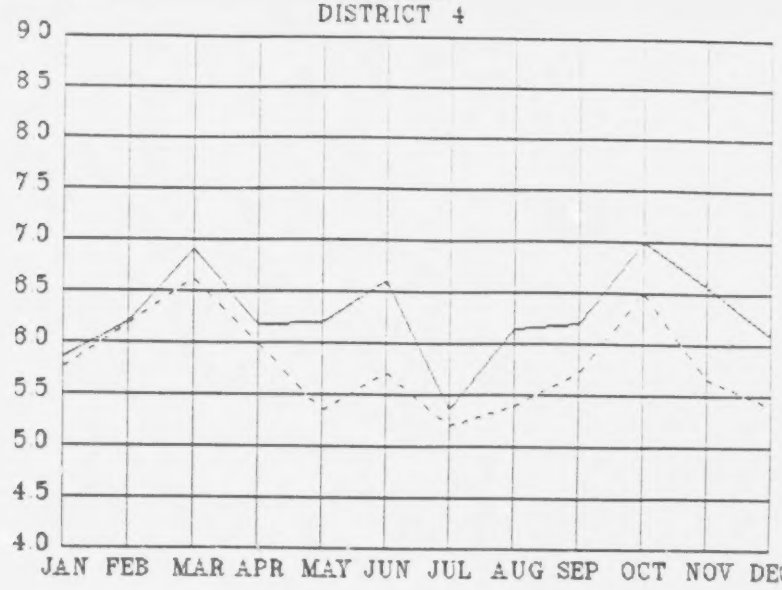
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9	8.7	7.6
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9	9.8	9.6



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.6	10.6	14.7	8.0	12.8	7.9	5.5	16.6	8.9	5.1	9.9	23.2
% Change	Cumulative	4.6	7.6	10.1	9.6	10.2	9.8	9.2	10.1	10.0	9.5	9.5	10.6

MILLIONS

MICHIGAN
DISTRICT 4



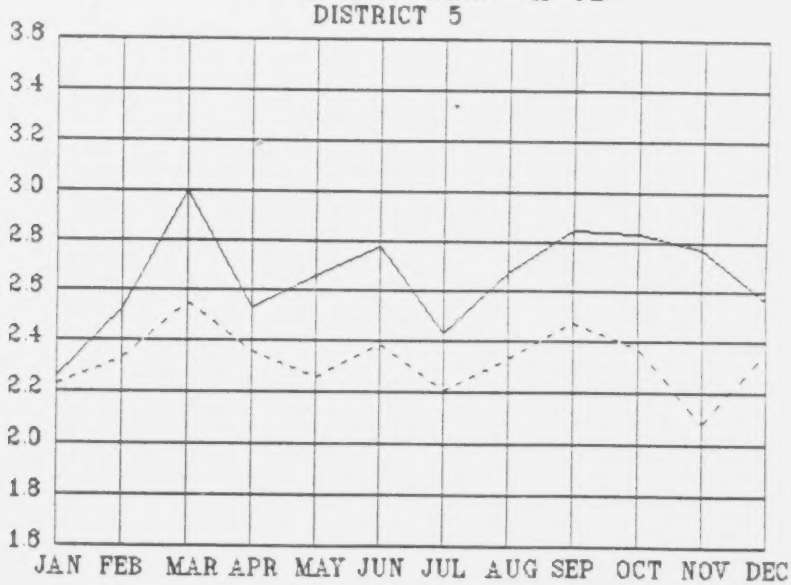
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	14.0	8.6	7.7	15.9	12.8
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.1	7.2	7.3	8.1	8.4

MILLIONS

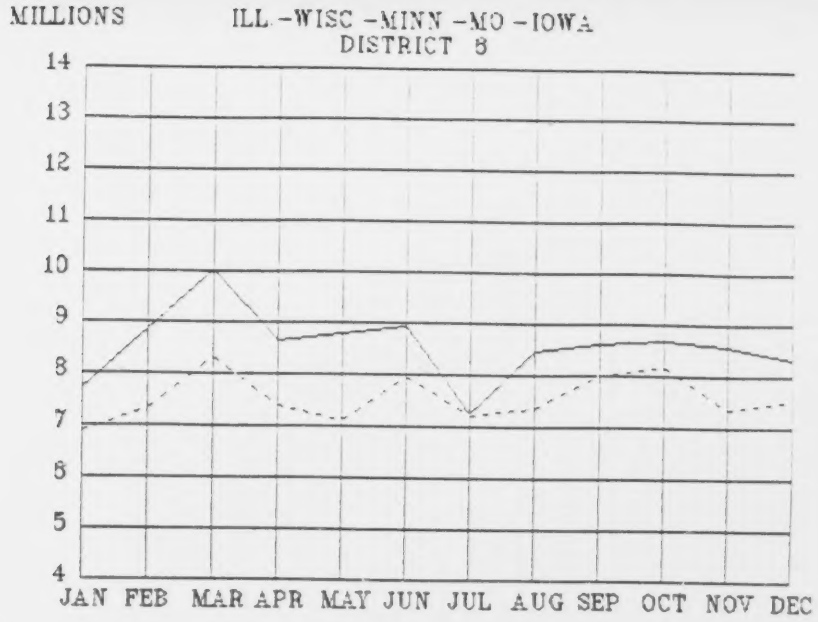
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



1987 - - - -

1988 ———

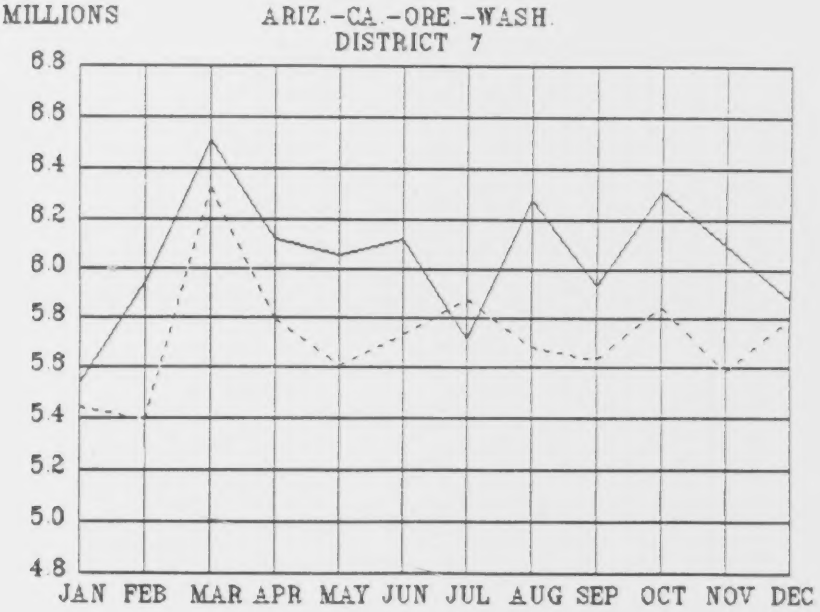
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5	33.2	8.9
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0	14.6	14.1



1987 - - - -

1988 ———

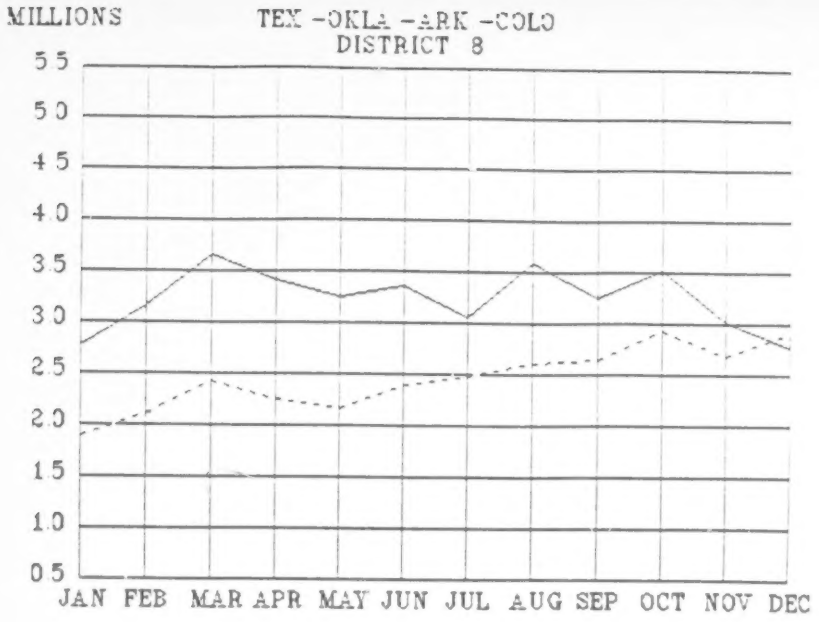
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.2	16.1	10.6
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.5	13.8	13.5



1987 - - - -

1988 ———

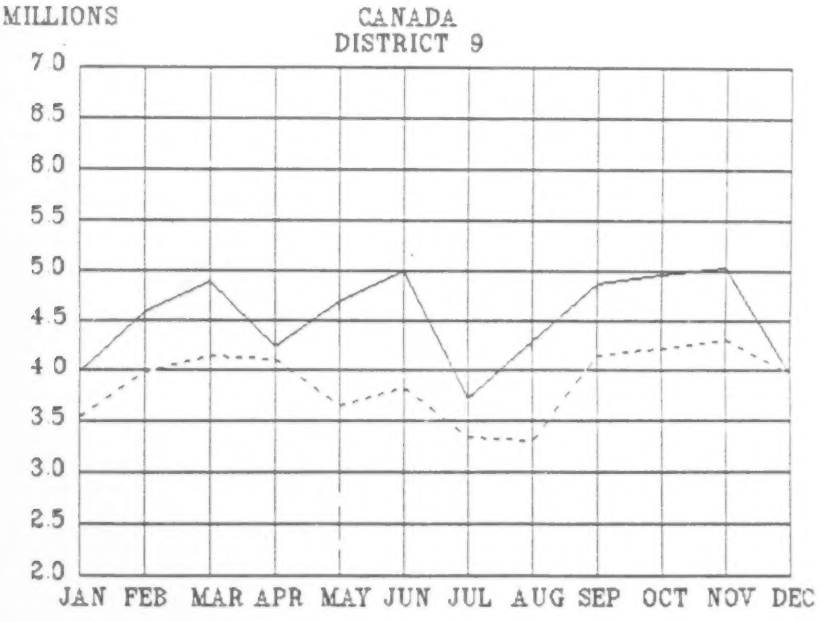
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.8	-2.8	10.7	5.5	7.9	9.5	1.5
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.6	5.9	5.6



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	23.4	20.1	12.3	- 5.0
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	40.7	38.2	35.6	31.6



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7	17.1	- 0.2
% Change	Cumulative	12.6	13.9	15.4	12.2	15.3	17.9	17.0	18.4	18.3	18.3	18.1	16.6